

# North Carolina District Review

September, 2006

**U.S. Small Business Administration**  
North Carolina District

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## MOST ACTIVE LENDERS FY 2006 YTD

**OCTOBER 1, 2005 THROUGH AUGUST 31, 2006**

<b>LENDERS</b>	<b>7(a)</b>	<b>504</b>	<b>Total</b>	<b>\$ Amount Millions</b>
<b>Large and National Banks</b>				
1. Bank of America	359	2	361	\$10.5
2. Capital One Federal Savings	125	0	125	\$5.1
3. BB&T	70	12	82	\$22.1
4. Wachovia Bank	51	2	53	\$24.7
5. Bank of Granite	34	2	36	\$4.9
5. First Citizens Bank	9	27	36	\$15.9
<b>Community Express Lenders*</b>				
1. Innovative Bank	260	0	260	\$3.0
2. Business Loan Express	150	0	150	\$4.7
<b>Community Banks</b>				
1. Surrey Bank & Trust Company	48	1	49	\$8.0
2. The Fidelity Bank	9	7	16	\$5.4
3. Community South Bank	8	7	15	\$18.2
4. Bank of Stanly	8	3	11	\$3.0
<b>Small Business Lending Companies</b>				
1. Self-Help Credit Union	64	0	64	\$3.2
2. CIT Small Business Lending Corp.	50	2	52	\$28.1
<b>Certified Development Companies</b>				
1. Self-Help Ventures Fund		59	59	\$28.6
2. Business Expansion Funding Corp.		30	30	\$13.7
3. Centralina Development Corp.		26	26	\$ 16.2

\*Only SBA CommunityExpress loans are tabulated in this category.

## TIPS FOR LENDERS:

- ♦ Quote the guaranty fee to your customers as a percentage of the total loan rather than the guaranteed portion.
- ♦ Consider making a companion line of credit (using *SBAExpress*) to accompany a 504 loan if the business needs working capital.
- ♦ Use E-Tran to submit your *SBAExpress* loans.
- ♦ Remember, the guaranteed portion of an SBA loan does not count against your legal lending limit!
- ♦ If you are making a 504 loan and a companion 7(a) loan, remember to submit the 7(a) loan first because lending limits are higher under the 504 program than 7(a).

## 2006 NC SBA LENDER AWARDS PRESENTATION

We will be presenting the annual SBA Lender of the Year awards on Monday, October 23, during the North Carolina Banker's Association 2006 Management Team Conference in Pinehurst.

Awards presented will include: Lender of the Year, Community Bank of the Year, Non-Bank Lender of the Year, Certified Development Company of the Year, Large Bank 504 Lender of the Year and Community Bank 504 Lender of the Year.

## REMINDER: LENDER TRAINING – REMAINING 2006 DATES

**OCTOBER 11, NOVEMBER 8, DECEMBER 13**

The NC District Office will conduct Lender Workshops from 9:00 a.m. until 12:00 p.m. on the second Wednesday of each month at the Charlotte, Raleigh, Wilmington and Asheville offices. The workshops focus on SBA Loan Programs and borrower eligibility. It's a great opportunity for new and experienced lenders to stay current on SBA Programs! Contact your local representative to register. See phone list on page 1.

## SEND US YOUR SBA SUCCESS STORIES!

Would you like to get your bank positive exposure in newspapers and radio stations around the state? Would you like to recognize some of your best clients?

We are looking for borrowers to participate in the SBA's SUCCESS STORY program. The Success Story Database is a listing of small businesses that have received SBA assistance.

This list is used to provide information on these small firms to local and national media. In the past, we received calls from Inc. Magazine, the Wall Street Journal and FOX News... just to name a few. These newspapers, radio and TV stations may use this information for profiles, special interest and other types of stories. The SBA also uses this list to highlight local firms while doing radio and TV interviews.

Questions? Contact your local SBA representative or Mike Ernandes at 704-344-6588 or [mike.ernandes@sba.gov](mailto:mike.ernandes@sba.gov).

## FY 2006 LENDER RANKINGS OCTOBER 1, 2005– AUGUST 31, 2006

<b>Lender</b>	<b>7(a)'s</b>	<b>Gross \$</b>	<b>504 Part.</b>	<b>Gross 504 \$</b>
Bank of America	359	\$ 9,165,200	2	\$ 1,286,300
Innovative Bank	260	\$ 3,045,000		
Business Loan Center, LLC	155	\$ 9,297,500	1	\$ 2,050,000
Capital One Federal	125	\$ 5,085,000		
BB&T	70	\$ 14,150,970	12	\$ 7,956,750
Self-Help Credit Union	64	\$ 3,176,350		
Wachovia Bank	51	\$ 22,961,300	2	\$ 1,740,000
CIT	50	\$ 26,423,900	2	\$ 1,731,570
Surrey Bank & Trust	48	\$ 5,780,100	1	\$ 2,225,000
Bank of Granite	34	\$ 4,349,920	2	\$ 589,636
Superior Financial Group	31	\$ 217,500		
Banco Popular	23	\$ 13,989,200		
Suntrust Bank	22	\$ 1,395,900	8	\$ 5,123,188
Community W Bank	19	\$ 4,656,900		
Wells Fargo	16	\$ 505,000		
New Century Bank	12	\$ 3,433,200		
Comerica	12	\$ 5,748,000		
UPS Capital	9	\$ 6,929,500		
The Fidelity Bank	9	\$ 2,733,300	7	\$ 2,671,500
First Citizens Bank	9	\$ 3,202,000	27	\$ 12,167,846
Community South Bank	8	\$ 5,504,000	7	\$ 12,691,300
Bank of Stanly	8	\$ 802,000	3	\$ 2,214,500
Capital Bank	5	\$ 310,000	2	\$ 886,000
Stearns Bank	4	\$ 959,000		
RBC Centura	4	\$ 595,000	3	\$ 2,507,293
Lehman Brothers	4	\$ 2,113,500		
Business Carolina, Inc.	4	\$ 3,640,000		
Unity Bank	3	\$ 1,123,500	2	\$ 3,437,500
PNC Bank	3	\$ 513,700		
First Charter Bank	3	\$ 592,750	1	\$ 422,500
Cabarrus Bank & Trust	3	\$ 300,000	1	\$ 2,572,500
Yadkin Valley Bank	2	\$ 642,000	3	\$ 2,279,000
Waccamaw Bank	2	\$ 370,000	1	\$ 715,000
United Midwest Savings Bank	2	\$ 2,305,000		
United Community Bank	2	\$ 521,500	3	\$ 1,880,203
Southern Community Bank & Trust	2	\$ 259,570	5	\$ 3,392,500
Sound Banking Co.	2	\$ 760,000		
Newtek	2	\$ 278,000		
NCB Financial	2	\$ 1,035,000		
Haven Trust Bank	2	\$ 510,000	1	\$ 1,311,000
First Trust Bank	2	\$ 380,000	11	\$ 3,436,102
First National Bank of the South	2	\$ 1,512,000		
First Carolina State Bank	2	\$ 1,912,700		
Crescent State Bank	2	\$ 750,000	1	\$ 1,250,000
Coastal FCU	2	\$ 235,900		
Carolina First Bank	2	\$ 1,163,000		
Buckhead Community Bank	2	\$ 1,449,900		
Bank of the Carolinas	2	\$ 305,000	1	\$ 2,200,000
Wilshire State Bank	1	\$ 192,000		
United Heritage Bank	1	\$ 200,000		
Truilent FCU	1	\$ 1,900,000		
The Heritage Bank	1	\$ 395,500		
The Bank of Currituck	1	\$ 40,000		
Temecula Valley Bank	1	\$ 1,164,300	2	\$ 1,515,000
Southern Bank & Trust	1	\$ 123,500		
Smith River Community Bank	1	\$ 150,000		
Small Business Loan Source	1	\$ 299,000		
Sentry Bank & Trust	1	\$ 98,000		
Regal Bank	1	\$ 955,000		
RCB Bank	1	\$ 100,000		

Randolph Bank & Trust	1	\$	1,112,000		
Peoples Bank	1	\$	995,000		
Pacific City Bank	1	\$	1,950,000		
OMNI	1	\$	175,000		
New Dominion	1	\$	180,000		
Nara Bank	1	\$	400,000		
Mechanics & Farmers	1	\$	97,000		
Macon Bank	1	\$	550,000		
Lexington State Bank	1	\$	175,000	1	\$ 297,500
Irwin Franchise Capital	1	\$	330,000		
Independence Bank	1	\$	111,150		
FNB Financial Services	1	\$	85,000	1	\$ 242,500
First Tennessee Bank	1	\$	10,000		
First National Business Capital	1	\$	1,725,000		
First National Bank of Shelby	1	\$	85,000		
First Gaston Bank	1	\$	150,000	1	\$ 191,000
First Community Bank	1	\$	495,000	1	\$ 648,850
First Commonwealth	1	\$	250,000		
Community Bank of Rowan	1	\$	243,000		
California Bank & Trust	1	\$	100,000		
Beach Business Bank	1	\$	762,800		
Bank of the Commonwealth	1	\$	108,100		
American Community Bank	1	\$	275,000		
Zions First National Bank				4	\$ 2,944,000
The Little Bank				1	\$ 972,000
The East Carolina Bank				1	\$ 640,000
Sterling South				1	\$ 654,890
Sterling Bank				2	\$ 2,090,000
Springs Mortgage Corp.				1	\$ 451,000
Security National Corp.				1	\$ 875,000
Regions Bank				1	\$ 787,500
Provident Community Bank				1	\$ 271,000
Piedmont Bank of GA				1	\$ 887,500
Nexity Bank				1	\$ 2,030,000
National Cooperative Bank				1	\$ 1,383,236
Mid-Carolina Bank				1	\$ 1,366,000
Lumbee Guaranty Bank				1	\$ 3,106,255
Hometrust Bank				3	\$ 255,000
Greater Bay Bank				1	\$ 499,200
GE Capital				5	\$ 5,622,997
First South Bank				1	\$ 700,000
First Bank				1	\$ 210,000
First American Bank				1	\$ 257,500
Commercewest Bank				1	\$ 1,575,000
Citizens South Bank				1	\$ 331,000
Catawba Valley Bank				2	\$ 441,737
Cardinal State Bank				2	\$ 1,292,500
Bank of Commerce				2	\$ 237,500
Bank of Asheville				4	\$ 2,624,747
Asheville Savings Bank				2	\$ 2,885,000
<b>Totals</b>	<b>1496</b>			<b>159</b>	<b>\$ 117,022,600</b>

<b><u>Certified Development Corps.</u></b>				
Self-Help Ventures Fund	59	\$	28,637,000	
BEFCO	30	\$	13,721,000	
Centralina Dev.	26	\$	16,206,000	
Asheville Buncombe	14	\$	8,842,000	
Neuse River Dev.	9	\$	9,719,000	
Northwest Piedmont Dev.	9	\$	5,457,000	
Region E. Dev.	4	\$	1,157,000	
Smoky Mountain Dev.	3	\$	2,576,000	
Wilmington Indus. Dev.	3	\$	1,574,000	
Region D. Dev.	<u>2</u>	<u>\$</u>	<u>874,000</u>	
<b>Totals</b>	<b>159</b>	<b>\$</b>	<b>88,763,000</b>	